

Gartner Price List

May 2005

Number of Seats (Licenses)	Reference Seat License	Advisor Seat License
100 and above	\$2,730	\$5,880
50-99	\$4,095	\$6,720
25-49	\$5,040	\$7,770
10-24	\$7,350	\$9,030
1-9	\$9,450	\$15,750

Please note that we are currently able to sell at the 50-99 level and you will be billed at that price, per seat. As enrollments rise or fall prices will change to the lower or higher rates for licenses purchased after that level has been reached.

The term of this license is from June 1, 2005 through May 31, 2006. For orders placed after June 1, 2005, the term will start in the month the order is placed and pricing will be pro-rated through May 2006. Pricing for seats purchased for less than the full year term will be pro-rated.

Seat License Descriptions

REFERENCE SEAT LICENSES

Reference Seat Licensees have access to written Gartner Research set forth below, under the terms set forth in the *Order Form and Seat License Terms* document you will submit to place your order.

- **Spotlights** — reflect current client issues, consider the issues from several different perspectives and tie together research from all the Core Research Deliverables.
- **Special Reports** — cover underlying research themes that cut across technology or industry-specific research, or provide in-depth strategic analysis of trends, industry developments, vendors, products and services.
- **Research Notes** — focus on companies, products, markets, decision frameworks, tactical guidelines, case studies, and strategic planning assumptions.
- **Perspectives/Research Briefs** — provide analysis and commentary on key technologies, companies, products, market opportunities, events, user and distribution trends, and strategic issues in the IT and telecom market segments tracked by Gartner Dataquest.
- **Executive Summaries** — top-level analysis and recommendations from Gartner Dataquest Cluster research reports.

ADVISOR SEAT LICENSES

Advisor Seat Licensees have the same level of access to Gartner's written Research as the Reference Seat, under the terms set forth in the *Order Form and Seat License Terms* document you will submit to place your order, and in addition have the ability to interact with Gartner Analysts through Standard Analyst Inquiry and the other services set forth below.

- **Standard Analyst Inquiry** — provides Advisor Seat Licensees with access to Gartner analysts for inquiry sessions for the End User's individual business purposes for the benefit of End User's Organization. Inquiry sessions are related only to the interpretation or application of published Gartner Research and are based on applicable Research Service scope of coverage as determined by Gartner. Typically inquiry sessions can take up to 30 minutes of an analyst's time, which maybe extended at the analyst's discretion. Inquiries requiring additional analysis or research by the analyst are not included. Additionally, Standard Analyst Inquiry provides basic technology reviews of business related documents that are 20 pages or less and take up to 60 minutes of analyst's time. Examples of documents include requests for proposals, marketing or business plans and procurement of agreements.
- **Teleconferences** — which are periodic "telephone meetings" on pressing, timely issues. Gartner analysts speak on these topics and then poll the listeners.
- **Webinars:** A subset to Teleconferences where Gartner uses its web site to deliver the presentation. Client logs onto a web meeting place and the conference call is done through their PC while viewing the PowerPoint presentation
- **Talking Technology** — which is currently a monthly audiocassette or CD-ROM that provides an executive summary focusing on current IT issues.
- **Theme Conference Ticket** — which is a ticket for one employee to attend one of Gartner's theme conferences.